

Brian (Il Shin) Kwak

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EDUCATION

UNIVERSITY OF NOTRE DAME

Bachelor of Business Administration (BBA)

1st Major: Finance 2nd Major: Mathematics

Notre Dame, IN
Sep'06 – Dec'10

- Teacher's Assistant/Research Assistant for Investment Theory class, which involved setting up help sessions, supporting group projects, and correcting exams for more than 100 students who were enrolled in the class.
- Dean's List: 2007/2008

EXPERIENCE

Pace Global, A Siemens Business

Fairfax, VA
Feb'11 – Current

Senior Consultant, Energy Market Advisory and Commodity Risk Management

- Responsible for managing approximately \$1 million in annual revenue from risk clients (municipalities, natural resource companies, utilities, and industrials) yielding 50% project margins.
- Deliver insight and recommendation to corporate executives on energy market trends and conditions during frequent calls with over 30 clients ranging from Fortune 30 to small and mid-cap companies, providing advice on risk management program structures and hedging actions.
- Manage client portfolios totaling 35 million MMBtus of natural gas, 3.2 million MWhs of electricity, and 83 million gallons of diesel fuel annually, aggregate notional value exceeding \$550 million, identifying potential issues arising from basis, credit, and price risks.
- Manage a team of 4 analysts based in the United States and Europe, overseeing the development of client presentations and addressing client queries.

Consultant, Energy Market Advisory and Commodity Risk Management

- Designed Excel/VBA based back-testing tool to reduce time required to provide client feedback on historical performance of a structured product. The model can back test performance by producing a risk profile under different option strategies on a variety of term structures.
- Improved Pace's hedge program offering by developing strategies to mitigate spot market risk, which resulted in better up/down capture ratios and outperformance for our clients relative to their benchmarks – an average beat of 14% in 2013.
- Conducted Monte Carlo simulation analysis under MATLAB for various energy products and recommended hedge strategies to client companies' c-suite executives, based on the clients' risk objectives.
- Successfully led an internal, multi-year project among 4 teams to improve data sharing and eliminate repetitive tasks, streamlining processes and reducing time to complete tasks by 25%. A corporate service award was presented for this project during the year end meeting.

Analyst, Energy Market Advisory and Commodity Risk Management

- Created Excel/VBA based stress test models for banks' balance sheet, which was used for VAR analysis, tail risk calculation and diversification benefit.
- Developed and implemented framework to provide indicative forward price curves for illiquid or non-existent price points in the power and fuel markets to mark hedges.

Shinyoung Securities Co., Ltd.

Shenzhen, China
Jun'10 – Aug'10

Summer Analyst, Investment Banking

- Partnered with senior managers in the target company to research competitors in the toy manufacturing industry and drafted the executive compensation and the risk factor sections in the IPO statement.
- Performed market research on the world toy industry to compare the target company's cash flow sustainability against that of competing companies by creating an industry benchmark, which was generated by analyzing competitors' financial metrics.

Credit Suisse Group

Seoul, South Korea
Jun'08 – Aug'08

Summer Analyst, Sales and Trading

- Created a bootstrapping model to resolve an assignment and evaluate the yield curve using the provided zero-coupon products using Excel/VBA.
- Conducted qualitative and quantitative analysis on one of South Korea's largest car manufacturing companies and delivered reports on why the company is a buy.

ADDITIONAL INFORMATION

- Advanced knowledge in MS Office, Bloomberg, Thomson Reuters Eikon, and Ventyx Energy Velocity, along with basic knowledge in MATLAB, SQL, VBA, SPSS
- Fluent in English and Korean, beginner in Chinese (Mandarin)
- CFA Level II Candidate; ERP Candidate
- Interests: Soccer, Football, Swimming, Long Distance Running, and Skiing